Army Mentor-Protégé Program
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CALL TO DUTY
BOOTS ON THE GROUND

Agenda

- Background
- Participants
- Types of Agreements
- Program Benefits
- Program Status
- How to Participate
- Army Requirements
- Lessons Learned
- Joint Ventures, Size Standards, and Subcontracting

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Background

- Established in 1991 - P.L. 101-510 to provide incentives to prime contractors to develop the technical and business capabilities of eligible protégés to increase their participation in both prime contracts and subcontracts

- The National Defense Authorization Act for FY 2005 extended the MPP until 30 Sep 2010 for approval of new agreements, and until 30 Sep 2013 for incurred costs

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Who is Eligible?

Mentors

- Have at least one active approved subcontracting plan negotiated with DoD
- Be eligible for award of Federal contracts
- May be an 8(a) Graduate
- Committed to small business & protégé
- Can mentor more than 1 protégé under separate agreements

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Who is Eligible?

Protégés

- Certified and Self Certified Small Disadvantaged Business
- Qualified organizations employing the severely disabled
- Women-Owned Small Business
- Indian-Owned Small Business
- Native Hawaiian Organization-Owned Small Business
- Qualified HUB zone Small Business
- Service-Disabled Veteran-Owned Small Business
- Be eligible for award of Federal contracts

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Types of Agreements

Credit – Allows mentor to receive credit against their SDB subcontracting goals for costs incurred due to development assistance provided to the protégé.

Direct Reimbursement – Allows mentor to receive monetary reimbursement of costs incurred due to development assistance provided to the protégé.

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Allowable Costs

- The Mentor's labor costs
- Subcontracts:
  - Small Business Development Centers (SBDC)
  - Procurement Technical Assistance Centers (PTAC)
  - Historically Black Colleges and Universities (HBCU) and Minority Institutions of Higher Education (MI)
- Incidental Costs – 10% ceiling

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Mentor Benefits

- Long-term relationship with business partner
- Qualified source at competitive prices
- Ability to award subcontracts directly
- Help achieve subcontracting goals
- Subcontracting opportunities

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Protégé Benefits

- Technology Transfer
- Technical Management Skills
- Long-term Relationship
- Enhanced Competitiveness
- Subcontracting Opportunities
- Prime Contracting Opportunities

Army Mentor-Protégé Program

Army

- Application Process using specific evaluation criteria
- Stand alone contracts issued by US Army Space & Missile Defense Command
- Non-Manufacturing Agreements <$500,000, Manufacturing may be higher but cannot exceed $1 Million a year

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Program Status

- **Number of active agreements**
  - 26 agreements are in place
  - 17 Mentors (2 are graduated 8a firms)
  - 55 Protégés

- **Protégé Statistics***
  - 16 Small Disadvantaged Businesses
  - 14 8(a) firms
  - 9 Woman-Owned Small Businesses
  - 5 Service Disabled Veteran-Owned Small Business
  - 5 HUB Zone Small Businesses
  - 6 firms owned by Indian Tribes

*Various protégés qualify under more than one category

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How to Participate

Initiating Contact

- Market/Establish Relationship
- Like capabilities
- Needs Assessment
- Location
- Future Goals
- Expected Outcomes

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How to Apply

- For credit only agreements, apply directly to DCMA
- DOD delegated approval authority to Services beginning FY 2004 for cost reimbursement agreements
- For Army, 2 rounds of proposals in Fiscal Year 2009 -- Proposal due dates: 15 FEB and 15 JUN
- Review Army Mentor-Protégé Policies & Procedures and proposal instructions, website www.sellingtoarmy.info

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Agreement Requirements

- Commitment to shape and expand the industrial base to support the war fighter
- Contain a strong technical component, or focus on innovative transfer of state-of-the art technology
- Comprehensive Needs Assessment
- Developmental Assistance Plan
- Milestone chart (not to exceed 3 years)
- Cost breakout (mentor and subcontractors)
- Semi-annual Reporting
- Endorsement letter from program office relative to training efforts

What is Technology?

- ✓ Technology is
  - Transfer of state-of-the art products/service improvement processes that support the warfighter
- X Technology is not
  - Business Infrastructure
    - e.g., Accounting Systems, Human Resources, Program Management, etc.
  - Business Development
  - Marketing
  - Can include these activities in agreements, but should not be the focus

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FOCUS AREAS

- Manufacturing – major systems, components, etc.
- New Technology
- Base Realignment and Closure (BRAC)/MILCON Transformation
  *Environmental Remediation
  *Hazardous waste disposal
  *Going Green – Design/Build Construction
- Force protection capabilities for soldiers
  *Enhanced rotorcraft and vehicles
  *Enhanced training tools and techniques
  *Increased ballistic protection
  *Enhanced weight reduction technology for soldier tactical and combat vehicles.

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FOCUS AREAS cont'd

- Improved IED detection devices
- Chemical re-engineering/biometrics
- Energy recycling processes.

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Evaluation Process

Evaluation Criteria	Desired Outcome
Subcontracting Opportunities	Increase Growth (Revenue, Employees, patrons)
Technical Approach	Enhance Protégé Capabilities
HBCU/MI Involvement	Involve Schools, Faculty, Students
Relevance to Army and DOD Programs	Shape and Expand Industrial Base to Support Army's Mission
Corporate Commitment	Facilitate the Formation of Long-term Alliances
Management Plan	Adherence to Reporting Requirements, Metrics and Methodologies to Ensure Success

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Evaluation Process

Evaluation Criteria	Desired Outcome
Past and Present Performance	Proven training methodologies in technology transfer areas

Approval Process

- Selection Board
  - Evaluate and rank proposals
  - Recommend highest rated for approval
- Army Director OSBP approves
- Funding provided
- Stand Alone Contract issued
- Progress monitored

Lessons Learned

Impediments to success:

- Subcontracting expectations unrealized
- Poor communication and weak commitment between Mentor and Protégé
- Remote geographic location
- Conflicting goals, lack of program integration
- Inordinate expense to Protégé
- There are unreimbursed costs for both the mentor and the protégé

Contributors to Success

- Compatibility of Mentor and Protégé
- Strong Management Focus
- Periodic reviews/modifications of agreement, as needed
- Assistance aligned with Protégé's strategic vision
- Commitment by both parties to the agreement
- Reimbursement contract relates to technology transfer and provides potential subcontracting opportunities for the protégé

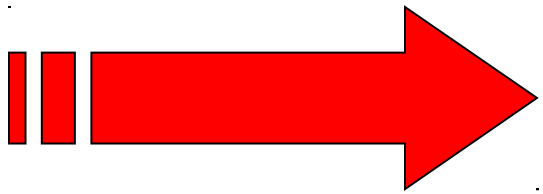
OSBP WEBSITE

Single Portal For Army Small Business

- **Small Business**
- **Acquisition Professionals**
- **ADs and Small Business Specialists**

Conclusion

- DOD Mentor Protégé Program has been available since 1991
- DOD agencies each have their own policies and guidelines for participation
- Army Policies and Guidelines can be found at the Army OSBP website
- **Remember:**



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Conclusion

"The Army's Mentor-Protégé Program is specifically designed to engage industries to shape and expand the industrial base to support the war fighter!"

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Mentor-Protégé Programs

- Army MPP
  - Peggy W. Butler, Program Mgr/703-693-6113
  - www.sellingtoarmy.info

  - Marina Sullivan, Contractor Program Management Support, New Concepts and Associates
    (703) 693-6172

Questions?
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